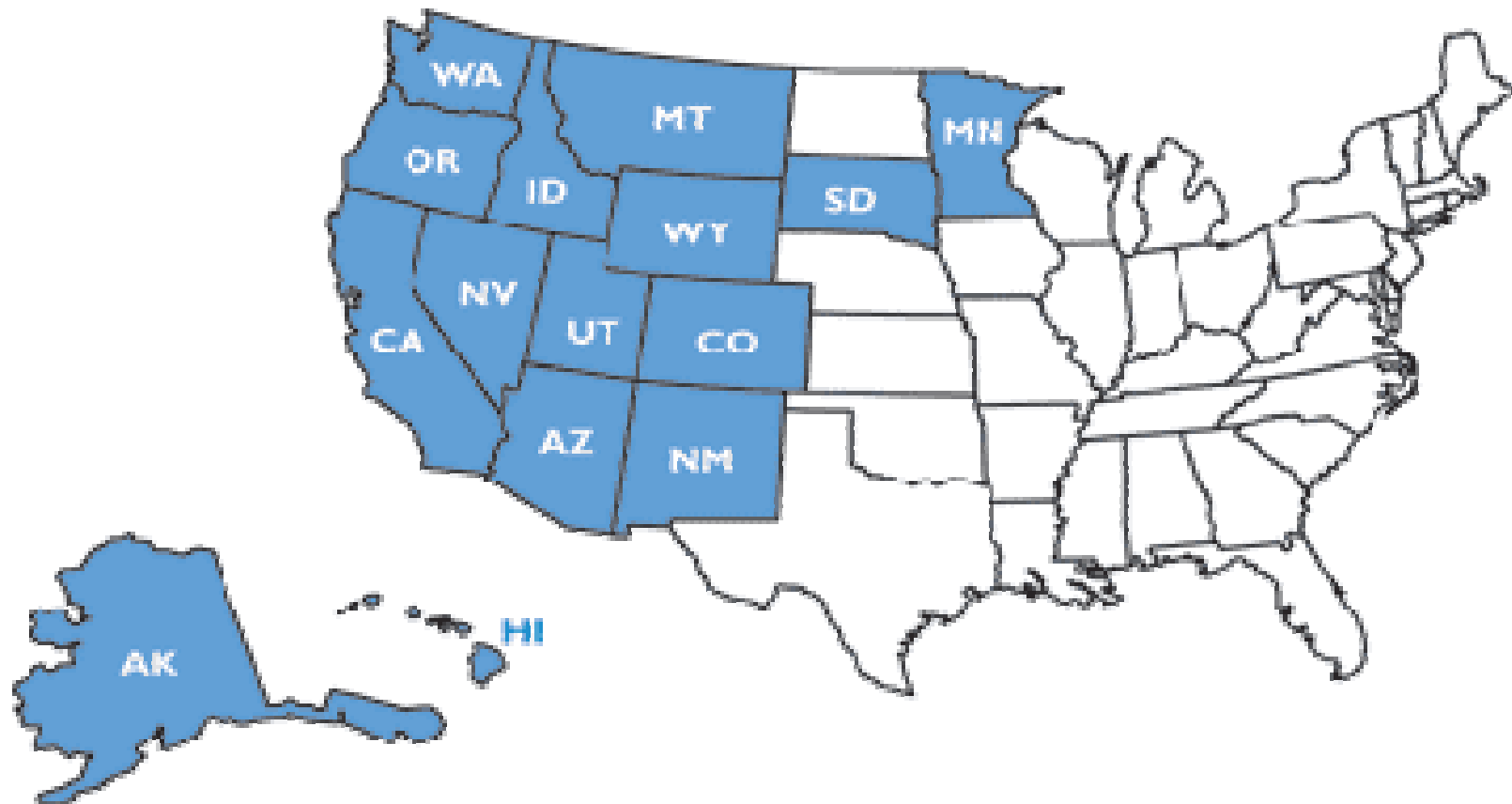


Multi-Function Copier Contracts

July 2, 2009

Western States Contracting Alliance (WSCA)



Procurement Process

- Fully compliant with Nevada Law
 - Includes Kentucky's Terms & Conditions
- Pre-solicitation meetings with Manufacturers
- RFP Release Date – Dec. 3, 2008
- Proposal Submittal Date – Feb. 4, 2009
- Proposals Received from 12 Manufacturers
- Multi-Phase Evaluation by Sourcing Team
- Contracts Awarded to 7 Manufacturers
 - Contract Start Date – June 1, 2009



Evaluation Criteria

- Pricing – 50%
- Ability to Service the Contract – 15%
- Technological Merits – 10%
- Conformance with the requirements, terms and conditions of the RFP – 10%
- Environmental & Accessibility Merits – 5%
- All-encompassing Approach to proposed Equipment and Software – 5%



Financial Options

- Comprehensive financial options to encompass all state needs and requirements.
 - Purchase
 - Operational Leases – with varying buyout ownership options at end of term including no ownership option.
 - Capital Leases – Traditional financing with ownership at end of term (software, buyouts of existing leases).
 - Cancelable Rentals – Cancel with four month penalty on rental payments.
 - All leases and rentals have a non appropriations clause to avoid fiscal commitments.



Differences Between Leases

- The differences between the Operational Lease options really are determined by the disposition at the end of the lease term:
 - Fair Market Value – The end of lease buyout is determined by the then market value.
 - Operational Lease – The end of lease buyout is determined by the leasing company at the beginning of the lease and is either a fixed dollar amount or a percentage of the original financed amount.
 - Non Cancelable Rental – Cannot be bought out at the end of the lease term.



Contract Features

- Dealers / Distributors
- Equipment & Software
- Dedicated Contract Websites
- Pricing for Equipment / Service / Supplies
- Volume Placements
- Detailed Reporting
- Centralized Billing or Billing by Dealers



Service Level Agreement (SLA)

- The WSCA Copier Contract contains an extensive State level SLA with penalties for nonperformance.
- The metrics for the SLA cover: uptime, response time, first time fix, reporting timeliness, reporting accuracy, rebate accuracy and timeliness.
- The penalties are payable to all contract users as a credit on service and supplies.
- Reporting against these metrics is the vendors responsibility not the State's.



SLA Metrics

- Average State-Wide Fleet Uptime – 98% or Better
- Average On-Site State-Wide Response Time – Urban Zones – 4 Hours or Less
- Average On-Site State-Wide Response Time – Rural Zones – 8 Hours or Less
- First Time Fix State-Wide - 80% of all service calls or better.
- Penalties: 1% - 4% of the quarterly service and supplies billing as a credit.



SLA Penalties

- “Lemon Clause”: Any unit falling below 95% uptime in a quarter can be requested to be replaced with a like model at the State’s request. Additionally, the vendor will be required to rebate 1% of the service and supplies billings from that quarter to the customer.
- Training timeliness - \$50 penalty for not providing training within 2 weeks of a request.
- Loaner / back up units if a unit fails for more than 72 hours.
- Invoicing - \$50 per incident penalty for inaccurate and not timely invoicing.
- Additional Penalties - \$50 per incident for untimely reporting and payment of administrative fees.



Multi-Function Copier Contract Awards

	Groups A & B	Group C	Group D	Group E
	Walk Up - B&W / Color	Production B&W	Production Color	Wide Format
1st	Ricoh America	Toshiba America	Toshiba America	Ricoh America
2nd	Konica Minolta	Ricoh America	Xerox Corp	KIP America
3rd	Sharp Electronics	Xerox Corp	Ricoh America	Xerox Corp
4th	Xerox Corp	OCE Imagistics		
5th	OCE Imagistics			

Segments for Groups A & B

GROUP A Walkup B/W		GROUP B Walkup Color	
Segment 2	20-29 PPM	Segment 2 H	20-29 PPM
Segment 3	30-39 PPM	Segment 3H	30-39 PPM
Segment 4	40-49 PPM	Segment 4H	40-49 PPM
Segment 5	50-59 PPM	Segment 5H	50-59 PPM
Segment 6	60-69 PPM	Segment 6H	60-69 PPM
Segment 7	70-79 PPM		
Segment 8	80-89 PPM		
Segment 9	90-99 PPM		
Segment 10	100-119 PPM		

Segments C, D & E

GROUP C Production B/W		GROUP D Production Color		GROUP E Wide Format	
Segment C1	100-119 PPM	Segment D1	50-59 PPM	Segment E1	2-6 LFM
Segment C2	120-139 PPM	Segment D2	60-69 PPM	Segment E2	7-15 LFM
Segment C3	140-159 PPM	Segment D3	70-79 PPM		

Helpful Links

- <http://www.aboutwsca.org/contract.cfm/contract/w26-2009>
- <http://purchasing.state.nv.us/copiers/wsca.htm>